

**Consolidated Water Use Efficiency 2002 PSP
Proposal Part One:
A. Project Information Form**

1. Applying for (select one):

☒ (a) **Prop 13 Urban Water Conservation Capital Outlay Grant**

☐ (b) Prop 13 Agricultural Water Conservation Capital Outlay Feasibility Study Grant

☐ (c) DWR Water Use Efficiency Project

2. Principal applicant (Organization or affiliation):

3. Project Title:

**Santa Barbara County Water Agency
Santa Barbara County Regional Residential
Resource Efficient Clothes Washer Rebate
Program**

4. Person authorized to sign and submit proposal:

Name, title	Rob Almy Water Ag. Program Manager
Mailing address	123 E. Anapamu Santa Barbara, CA 93101
Telephone	(805) 568-3542
Fax.	(805) 568-3434
E-mail	ralmy@co.santa-barbara.ca.us

5. Contact person (if different):

Name, title.	Rory Lang, Water Agency Program Specialist
Mailing address.	123 E. Anapamu Santa Barbara, CA 93101
Telephone	(805) 568-3542
Fax.	(805) 568-3434
E-mail	ralmy@co.santa-barbara.ca.us

6. Funds requested (dollar amount):

\$ 556,020.00

7. Applicant funds pledged (dollar amount):

\$ 62,828.00

8. Total project costs (dollar amount):

\$ 618,848.00

9. Estimated total quantifiable project benefits (dollar amount):

\$ 24,684,133

Percentage of benefit to be accrued by applicant:

10.5%

Percentage of benefit to be accrued by CALFED or others:

89.5%

Consolidated Water Use Efficiency 2002 PSP

Proposal Part One:

A. Project Information Form (continued)

10. Estimated **annual** amount of water to be saved (acre-feet): **(during three years of rebate distribution):**

43.5

Estimated total amount of water to be saved (acre-feet): **over life of appliances**

609

Over ____ years

14

Estimated benefits to be realized in terms of water quality, instream flow, other:

N/A

11. Duration of project (month/year to month/year):

10/2002 – 9/2005

12. State Assembly District where the project is to be conducted:

35

13. State Senate District where the project is to be conducted:

18

14. Congressional district(s) where the project is to be conducted:

22

15. County where the project is to be conducted:

Santa Barbara

16. Date most recent Urban Water Management Plan submitted to the Department of Water Resources:

Various in 2001 for partner purveyors

17. Type of applicant (select one):
Prop 13 Urban Grants and Prop 13
Agricultural Feasibility Study Grants:

- ☐ (a) city
☒ (b) county, with partner water districts
☐ (c) city and county
☐ (d) joint power authority

☐ (e) other political subdivision of the State, including public water district
☐ (f) incorporated mutual water company

DWR WUE Projects: the above entities
(a) through (f) or:

- ☐ (g) investor-owned utility
☐ (h) non-profit organization
☐ (i) tribe
☐ (j) university
☐ (k) state agency
☐ (l) federal agency

18. Project focus:

- ☐ (a) agricultural
☒ (b) urban

**Consolidated Water Use Efficiency 2002 PSP
Proposal Part One:**

A. Project Information Form (continued)

19. Project type (select one):

Prop 13 Urban Grant or Prop 13 Agricultural
Feasibility Study Grant capital outlay project
related to:

- ☒ (a) implementation of Urban Best
Management Practices
☐ (b) implementation of Agricultural Efficient
Water Management Practices
☐ (c) implementation of Quantifiable Objectives
(include QO number(s))

.....
☐ (d) other (specify)
.....

DWR WUE Project related to:

- ☐ (e) implementation of Urban Best
Management Practices
☐ (f) implementation of Agricultural Efficient
Water Management Practices
☐ (g) implementation of Quantifiable Objectives
(include QO number(s))
☐ (h) innovative projects (initial investigation of
new technologies, methodologies,
approaches, or institutional frameworks)
☐ (i) research or pilot projects
☐ (j) education or public information programs
☐ (k) other (specify)

NA
.....

20. Do the actions in this proposal involve
physical changes in land use, or potential
future changes in land use?

- ☐ (a) yes
☒ (b) no

If yes, the applicant must complete the CALFED
PSP Land Use Checklist found at
http://calfed.water.ca.gov/environmental_docs.ht

[ml](#) and submit it with the proposal.

**Consolidated Water Use Efficiency 2002 PSP
PART ONE**

B. Signature Page

By signing below, the official declares the following:

The truthfulness of all representations in the proposal;

The individual signing the form is authorized to submit the proposal on behalf of the applicant; and

The individual signing the form read and understood the conflict of interest and confidentiality section and waives any and all rights to privacy and confidentiality of the proposal on behalf of the applicant.

Signature

Name and title

Date

Santa Barbara County Regional Residential Resource Efficient Clothes Washer Rebate Program Proposal: Part II

Project Summary:

Based on the significant water savings of residential clothes washer rebate programs, the Santa Barbara County Water Agency, City of Santa Barbara, and Goleta Water District are proposing the Santa Barbara County Regional Residential Resource Efficient Clothes Washer Rebate Program (CWR Program). The program will consist of financial incentives for the purchase of resource efficient residential clothes washers for all residents in Santa Barbara County. The program would last for three years and would provide 2,700 \$200 rebates for county residents that purchase any of the models of resource efficient washers that are on the Consortium for Energy Efficiency approved list

According to the estimates of the California Urban Water Conservation Council's (CUWCC) *Preliminary Estimates of Energy and Water Savings Potential for Residential Clothes Washers, Commercial Clothes Washers, and Commercial Dishwashers*, approximately 3,600 clothes washers are purchased each year in Santa Barbara County. The goal of the CWR Program is to increase the annual purchases of resource efficient washers to 25% of the clothes washer market over the three-year period. The estimated countywide total water savings from this project is 609 acre-feet of water over the estimated 14-year life of the clothes washers. The total cost of the project will be \$618,848, with the cost of water saved estimated at \$1,016 per acre-foot. The grant request is \$556,020 and the partner water purveyors' match is \$62,828.

The resulting reduction of the demand on Santa Barbara County's local water resources would reduce the need to use State Water to supplement local supplies. In addition, this program will assist in increasing the market share of resource efficient clothes washers and will help local water purveyors meet the requirements of the CUWCC BMP 6.

A. SCOPE OF WORK: RELEVANCE AND IMPORTANCE

1. Nature, scope, and objectives

The proposed CWR Program will provide residents of Santa Barbara County (county) with a financial incentive in the form of a cash rebate of \$200 to purchase Consortium for Energy Efficiency (CEE) approved resource efficient clothes washers. The CEE list was chosen for this program because it considers both energy and water factors in the ranking of the machines.

The scope of the CWR Program will include marketing and distribution of 2,700 rebates over a 3-year period. The rebates will consist of a \$200 reimbursement check that is sent to residents who provide proof of purchase and installation of a resource efficient clothes washer. In addition, the partner agencies will coordinate the CWR Program with local energy providers to promote any additional rebates they can provide. Santa Barbara County Water Agency will be the fiscal agent for the program.

The goal of this rebate program is to increase the percentage of resource efficient clothes washers purchased in the county to 25% to achieve the water and energy savings listed above. The main objective of this program is to achieve a long-term water savings of 609 acre-feet by the year 2016 (assuming the project starts in October 2002) along with an energy savings of 17,698,716 kWh by increasing the number of resource efficient clothes washers used in the county. The CUWCC's *Preliminary Estimates of Energy and Water Savings Potential for Residential Clothes Washers, Commercial Clothes Washers, and Commercial Dishwashers* estimates that currently only 2% of the washers purchased in the county are resource efficient.

Another objective of the program includes providing partner purveyors with an opportunity to educate residential customers about the importance of conserving water and energy with a uniform, cost-effective regional rebate program. By conducting a regional rebate program, the water efficiency education component of each water purveyor's conservation program will become more visible through the greater media coverage allowed by combining resources. This program will also allow partner purveyors to meet a portion of the coverage requirements for CUWCC's BMP 6.

In addition, local promotion of new water efficient clothes washers will benefit both local water purveyors and others throughout the state. By increasing the demand for resource efficient appliances through financial incentives, the CWR Program will increase the market share of resource efficient washers. Furthermore, the demonstrated water and energy savings of this program will be used to show consumers the benefits and long-term cost savings of purchasing resource efficient appliances even after the rebate program has ended.

2. Statement of Critical Issues

There are several critical issues that demonstrate the importance of the CWR Program for Santa Barbara County, including periodic droughts and limited local water supplies.

Santa Barbara County has a Mediterranean climate with several microclimates. Summers are warm and dry and winters are cool and often wet. Annual precipitation in the proposed project area varies from 12" in Lompoc to a maximum of about 18" on the South Coast. The region experiences periodic droughts, which have an average duration of five years and a maximum of nine years.

Local water supplies include the Santa Ynez River watershed, with Lake Cachuma a USBR facility, providing the majority of the local surface supply. Participating purveyors are also State Water contractors. The semi-arid climate, periodic droughts and high cost of water locally, make efficient use of the limited water supplies essential.

All participating purveyors are signatories of the Memorandum of Understanding Regarding Water Conservation in California and participate in implementing the 14 Best Management Practices. This program would meet a portion of the coverage requirements for BMP 6.

This program will increase water supply reliability within the Bay-Delta by reducing local water purveyors' need to supplement local water supplies with State Water.

B. Scope of Work: Technical/Scientific Merit, Feasibility, Monitoring and Assessment

1. Methods, procedures, facilities

Staff of the participating purveyors will implement the CWR Program. The program will consist of extensive marketing, a uniform rebate application and rebate amount, and joint efforts with local energy providers.

An effective marketing program is essential to the success of the CWR Program. The marketing campaign will consist of several components designed to optimize the visibility of the program. At least five months prior to the opening of the CWR Program, local appliance retailers will be contacted and will be sent educational and promotional materials to assist them in providing pertinent selling points and rebate information to local residents. This will allow these retailers time to incorporate the availability of the rebates into their own advertising materials. Educational materials, media advertising, flyer distribution at public events, bill inserts, newsletter articles and web site information will directed at local residents to inform them about the rebates as well as the water and energy savings they could realize using resource efficient appliances. In addition, the water purveyors will work with local energy providers to jointly promote rebates as the energy providers initiate their programs.

The Santa Barbara County Regional Water Efficiency Program provides local water purveyors with the ability to implement cost-effective joint water efficiency programs with a uniform message and a greater reach. Funding for the CWR Program will provide Santa Barbara County water purveyors with another opportunity to increase water efficiency within the County with a joint program. The proposed program would use the CEE qualified products list, a set of standard qualifications for a rebate, a uniform rebate application form and a common start and stop date. The Santa Barbara County Water Agency will serve as the fiscal agent for the program and will disburse the rebate checks. Please see Appendix A for the CEE Qualified Products List and the Qualifications for Rebates.

2. Task List and Schedule

The partner purveyors will implement this program by following the procedure outlined in the bulleted list below:

- Receive grant funding
- Participating purveyors create a work team
- Work team develops rebate application
- Work team develops education and marketing materials for local appliance retailers and residents.

- Work team develops contact list of local appliance dealers and begins promotion of rebate program.
- Work team develops a data base to track rebates and participating customers water use
- Market program to customers
- Verify installation and issue rebate checks
- Monitor water use of participating customers
- Prepare quarterly and annual update reports

Each task on the list is essential to the success of the program. If only a portion of the project is funded, each of the costs of the program will be scaled back in proportion to the reduced funding.

Please see Appendix B for detailed schedule.

3. Monitoring and assessment

The Santa Barbara County Water Agency will create and maintain a database with customer information for each customer who submits a rebate request. Customer information will be verified with each water agency before the rebate is paid. In addition, the database will include information regarding submission dates, disbursement dates, and deposit dates. Quarterly reports documenting the number of rebates distributed and water savings will be submitted to DWR by the Santa Barbara County Water Agency.

B. Qualifications of Applicants and Cooperators

1. Resumes – Appendix C
2. External Cooperators

Local appliance dealers will be provided with educational and promotional materials to assist them in providing pertinent selling points and rebate information to local residents. In addition, rebate application forms will be left on-site for distribution to consumers.

The partner purveyors will work jointly with local energy providers to promote rebates for appliances when the energy providers initiate their programs.

C. Benefits and Costs

1. Budget Breakdown and Justification

Please see Appendix D for Budget Breakdown

Labor Costs

Labor costs for staff of the Santa Barbara County Water Agency, City of Santa Barbara, and Goleta Water District include staff compensation, overhead, materials, and benefits. The number of hours spent by each staff person were estimated from a based on staff time spent on developing previous marketing and rebate payment programs.

Equipment

No equipment will be purchased as part of this project.

Supplies

The cost of the marketing materials for appliance retailers and local residents is based on printing costs for similar marketing pieces used for other local programs.

Travel

No travel expenditures are included in this program.

Services and Consultants

The cost of the rebates for this program is based on the rebates offered through similar programs, estimated incentive required to assist customers with purchases, and local cost-effectiveness. Advertising costs were based on current print and radio advertising costs in Santa Barbara County.

Other Direct Costs

The cost of designing the marketing materials was based on the current salary of the Santa Barbara County Water Agency's Graphic Artist.

2. Cost-sharing

The local share of \$62,828 will be shared amongst the partner purveyors.

3. Benefit Summary and Breakdown

Quantifiable Benefits

Residential water use will be reduced at 2,700 homes in the partner purveyors' service areas for an estimated savings of 609 acre-feet by the year 2016. This reduction in water use will provide statewide benefits because of reduced need for State Water by the participating purveyors. Participating purveyors will also benefit because of the savings in marginal cost of the reduced State Water requests. Participating ratepayers will benefit from reduced water and energy costs due to the efficient clothes washers.

Non-Quantifiable Benefits

The CWR Program will provide increased media presence for the water conservation programs run by each water purveyor within the County. This will increase the residents' awareness of the necessity of conserving water even when supplies seem plentiful.

Seeing the water purveyors rebate program, local energy providers may be encouraged to implement or bring back their rebate programs.

Individuals that participate in the CWR Program will encourage their friends and family to purchase resource efficient appliances. This will increase the demand for the resource efficient clothes washers and make procuring this water efficient technology easier.

The partner purveyors will benefit through this program because of meeting a portion of the coverage requirements for CUWCC's BMP 6.

4. Assessment of Costs and Benefits – Appendix E and Present Value Analysis – Appendix F.

D. Outreach, Community Involvement and Acceptance

All Santa Barbara County water purveyors have been asked to participate in the CWR Program. Santa Barbara County Regional Water Efficiency Program has an advisory committee consisting of members of all the water purveyors in the County. The advisory committee will be involved in the development and implementation of the CWR Program. Local appliance retailers will be contacted to participate in the advisory committee's meetings on the CWR Program and to provide input in the development of the program.

Santa Barbara County residents are well known for their support of programs that protect the environment and conserve natural resources. Past efforts to promote water efficiency through incentive programs have been well received and have been very successful.

To insure that old washing machines are disposed of in an appropriate manner, the partner purveyors will also advertise the White Goods Recycling Program offered by the Santa Barbara County Transfer Station and local waste haulers, who will accept the old washers for recycling at no charge.

MARLEE E. FRANZEN
512 Baywood Street
Lompoc, CA 93437
(805) 734-0495 --- mefranzen@aol.com

- EDUCATION** WASHINGTON STATE UNIVERSITY Pullman, Washington
Master of Science, Chemical Engineering, 1995
Thesis: Effects of Nutrient Pulsing Strategies on *in situ* Carbon Tetrachloride Destruction.
- UNIVERSITY OF AKRON Akron, Ohio
Bachelor of Science, Chemical Engineering, 1994 – Cum Laude
- Passed the Fundamentals of Engineering Exam, July 1994
- EXPERIENCE** GOLETA WATER DISTRICT Goleta, California
September 1999- *Assistant Engineer*
Present - Directs the processing of over 100 applications for new or modified water service and is involved in the analysis of these applications to determine construction as well as financial conditions for water service. Projects range in size from single-family dwellings to commercial subdivisions.
- Addresses development related matters regarding California State Water fees, connection charges, rules, regulations, and ordinances. In 2001, over \$750,000 in fees were collected for approximately 30 applications.
- Develops and implements the district's water conservation program based on the California Urban Water Conservation Council and Bureau of Reclamation Best Management Practices.
- Plans, maintains, and oversees Bureau of Reclamation programs including an annual audit of the district's 143 agricultural customers and the Reclamation Reform Act of 1982.
- Assists in the coordination of interdepartmental and inter-agency projects and programs related to both new development and conservation.
- Supervises two full-time employees.
- LOCKWOOD GREENE Cincinnati, Ohio
September 1997- *Process Engineer*
February 1999 - Process Group Leader for a \$2 million health and beauty care project during the definition & final design phases. *Responsibilities included:* writing design & construction documents, managing process man-hours, & reviewing capital cost estimates with the client.
- Team player on projects ranging from a laboratory safety study involving a hazardous material to plant scale designs for raw material and product delivery systems.
- Sized and specified various equipment, such as pumps and tanks, for use in sanitary systems
- Created and modified P&IDs and PFDs.
- Made key contributions during Lockwood Greene's ISO-9000 certification process.
- Certified Procter & Gamble Process Safety Engineer.
- MONTANA DEPARTMENT OF TRANSPORTATION Great Falls, Montana
April 1996 - *Materials Laboratory Engineering Assistant*
April 1997 - Analyzed soil and asphalt materials used in roadway construction.
- Operated field equipment, such as a core drill and an auger truck, to sample materials.
- WASHINGTON STATE UNIVERSITY Pullman, Washington
Spring 1996 *Engineering Consultant*
- Completed FORTRAN simulations for a bioremediation research project.
- Co-wrote a paper which was published in a peer-reviewed journal.

LUBRIZOL CORPORATION Wickliffe, Ohio

May 1991- *Cooperative Education Student*

- August 1993
- Wrote and implemented batch process operating procedures for a high-pressure system.
 - Coordinated the development of a computerized truck tracking system for a production facility and wrote an ISO-9000 certified system manual for the tracking system.
 - Monitored effluent conditions of a production plant's waste water treatment facility.
 - Worked as a chemical operator, gaining hands-on experience with process equipment.

ADDITIONAL INFORMATION Member of the following affiliations: American Institute of Chemical Engineers, Tau Beta Pi, the Lompoc Adult Literacy Program, and completed the National AIDS Marathon Training Program fundraiser. *Other interests include:* reading, running, cooking, and quilting.

Rory Lang
4888 Cameo Drive
Santa Maria, CA 93455
(805) 938-1084
rlang@co.santa-barbara.ca.us

Education:

Fall 1988 - Spring 1993 University of Texas at Arlington
B.S. Biology

Spring 1994 - Fall 1995 Texas Christian University
M.S. Aquatic Biology

Employment Experience:

January 2000 - Present **Regional Water Efficiency Program Coordinator**
Santa Barbara County Public Works Department
Managing Regional Water Conservation Program for Santa Barbara County Water Agency. Design and implement water efficiency programs including public information campaigns, school education programs, landscape efficiency education, conservation plans and water management plans.

January 1998 - January 2000 **Business Recycling Program Coordinator**
Santa Barbara County Public Works Department
Managed the Business Recycling Program and Seasonal Recycling Programs for Santa Barbara County Public Works Department, Solid Waste and Utilities Division. Developed and implemented recycling programs for both the residential and commercial sectors including the Business Recycling Program (waste audits, employee training, recycling system development), Christmas Tree Recycling, Telephone Book Recycling, and public information campaigns.

January 1997 - September 1997 **Associate Faculty**
Allan Hancock College, Santa Maria
Instructed Natural History, Humans and the Environment, and Natural Resources Management. Topics included water resources, agricultural resources, wildlife resources, geology, climatology, waste management, hazardous waste management, and taxonomy.

January 1997 - June 1997 **Associate Faculty**
Santa Barbara City College
Instructed Introduction to Biology for non-majors. Topics included chemistry, physics, natural resource management, plant and animal biology, and genetics.

January 1996 - August 1996 **Laboratory Technician**
Dr. John Horner, Texas Christian University
Assisted with laboratory experiments investigating plant-herbivore interactions and modes of speciation in parasitoid insects.

January 1996 - April 1996	Substitute Teacher Trinity Valley School, Ft. Worth, Texas Instructed Physical and Life Science to junior high and high school students. Topics included physics, chemistry, physiology, genetics, and ecology.
January 1994 - December 1995	Graduate Teaching Assistant Texas Christian University Instructed Introduction to Biology Laboratory to Biology Majors, Introduction to Marine Science, and Invertebrate Zoology. Topics included chemistry, taxonomy, genetics, physiology, ecology, and water science. Conducted original research on ???
June 1993 - August 1993	Laboratory Technician Southwestern Medical Center, Dallas, Texas Assisted with research investigating the affects of smoking and vitamins on cholesterol levels.
May 1992 - May 1993	Research Assistant University of Texas at Arlington, Dr. Robert Sterner Conducted research investigating methods of culturing freshwater copepods and phytoplankton-zooplankton interactions.
December 1991 - May 1993	Laboratory Technician University of Texas at Arlington, Dr. Robert McMahon Assisted with research into the natural control of the exotic zebra mussel, <i>Dreissena polymorpha</i> .

ALISON W. JORDAN
2431 Calle Galicia
Santa Barbara, CA 93109
(805) 963-4719
email: whitneyalison@hotmail.com

PROFESSIONAL EXPERIENCE:

Water Resources Specialist
City of Santa Barbara, Public Works Department

July 1998 to present

- Manages City's Water Conservation Program, which includes implementing the 14 Best Management Practices for water conservation as adopted by the California Urban Water Conservation Council. Implements program with two half-time employees. (See description of program below.)
- Project management for water quality capital projects and the youth education component of the City's Clean Water and Creek Restoration Program. Assists with the development of the City's NPDES Permit.
- Project Manager for the Laguna Channel Restoration Project, which includes obtaining permits from various regulatory agencies, overseeing contracts for landscape architect, landscape contractor and biological monitor.
- Administers Recycled Water Program user site coordination, outreach and education.

Water Conservation Specialist
City of Santa Barbara, Public Works Department

May 1990 to June 1998

- Manages City's Water Conservation Program, which includes implementing the 14 Best Management Practices for water conservation as adopted by the California Urban Water Conservation Council.
- Water efficient landscaping education, which includes management of the City public demonstration gardens, conducting landscaping and irrigation workshop and seminars, and developing brochures.
- Conducts water checkups which includes evaluating homes and businesses water use by checking for leaks, irrigation system inspection and scheduling suggestions, and recommendations for improving water efficiency inside and outside.
- Administers youth education program which includes teacher training workshops, development of educational materials, and classroom presentations at City elementary and middle schools,
- Serves on various State and County water conservation committees,
- Administers public information program, which includes developing newsletters, fliers, videos, bill inserts and brochures on water resources, water conservation and recycled water issues.

EDUCATION:

University of California, Santa Barbara

Bachelor of Arts, Environmental Studies, March 1990

PUBLICATIONS:

“Green Gardener Certification Program - Providing Economic Incentives for Landscape Maintenance Professionals to Improve Water Efficiency and Reduce Pollution on Landscape Sites” – published for the AWWA Water Sources Conference, January, 2002

“Monitoring Graywater Use: Three Case Studies in California” – published for AWWA Conserv '99 Conference

“Evolution of Public Information During the Drought and Beyond” and “Implementing and Maintaining a Landscape Water Efficiency Program” – published for AWWA Conserv '93 Conference

“Sustainable Landscaping –Resource Efficient Landscapes for the Central Coast” – coauthored

Various articles for industry publications.

PROFESSIONAL MEMBERSHIPS:

American Water Works Association - Water Conservation Division Member

California Urban Water Conservation Council – Agency Representative

Horticulture Consortium of Santa Barbara – Board Member

California Regional Environmental Education Community Network Region 8 – Steering Committee Chair

Project WET Trainer

COMPUTER SKILLS:

Word, Excel, Pagemaker

ACTIVITIES:

City Orators Toastmasters Club – member since 1991, past officer roles include President, Vice President

UCSB Environmental Associates Board Member since 1995

Court Appointed Special Advocate Volunteer – 1993-1998

SCUBA certified, triathlete, City league volleyball and softball

Appendix F Present Value Anal

Assumption & Notes:

Real Discount Rate:

6.0%

Constant 2001 Dollars

Savings Value of Conserved Water (avoided annualized cost of new water supply), \$/AF:

\$ 1,300

Year	Annual Total Costs	Annual Water Savings Benefit	Net Annual Cost	Present Value Factor	Net Present Value of Cost (Negative Values = Savings)	Cumulative Net Present Value of Cost (Negative Values = Savings)
1	\$ 220,098	\$ 18,852	\$ 201,245	0.9434	\$ 189,854	\$ 189,854
2	\$ 198,157	\$ 37,704	\$ 160,453	0.8900	\$ 142,803	\$ 332,657
3	\$ 199,358	\$ 56,557	\$ 142,801	0.8396	\$ 119,898	\$ 452,555
4		\$ 56,557	\$ (56,557)	0.7921	\$ (44,798)	\$ 407,757
5		\$ 56,557	\$ (56,557)	0.7473	\$ (42,262)	\$ 365,495
6		\$ 56,557	\$ (56,557)	0.7050	\$ (39,870)	\$ 325,624
7		\$ 56,557	\$ (56,557)	0.6651	\$ (37,613)	\$ 288,011
8		\$ 56,557	\$ (56,557)	0.6274	\$ (35,484)	\$ 252,527
9		\$ 56,557	\$ (56,557)	0.5919	\$ (33,476)	\$ 219,051
10		\$ 56,557	\$ (56,557)	0.5584	\$ (31,581)	\$ 187,470
11		\$ 56,557	\$ (56,557)	0.5268	\$ (29,793)	\$ 157,677
12		\$ 56,557	\$ (56,557)	0.4970	\$ (28,107)	\$ 129,570
13		\$ 56,557	\$ (56,557)	0.4688	\$ (26,516)	\$ 103,054
14		\$ 56,557	\$ (56,557)	0.4423	\$ (25,015)	\$ 78,039
15		\$ 56,557	\$ (56,557)	0.4173	\$ (23,599)	\$ 54,440
16		\$ 56,557	\$ (56,557)	0.3936	\$ (22,263)	\$ 32,176
17		\$ 56,557	\$ (56,557)	0.3714	\$ (21,003)	\$ 11,173
18		\$ 56,557	\$ (56,557)	0.3503	\$ (19,814)	\$ (8,641)
19		\$ 56,557	\$ (56,557)	0.3305	\$ (18,693)	\$ (27,334)
20		\$ 56,557	\$ (56,557)	0.3118	\$ (17,635)	\$ (44,968)
21		\$ 56,557	\$ (56,557)	0.2942	\$ (16,636)	\$ (61,605)
22		\$ 56,557	\$ (56,557)	0.2775	\$ (15,695)	\$ (77,300)
23		\$ 56,557	\$ (56,557)	0.2618	\$ (14,806)	\$ (92,106)
24		\$ 56,557	\$ (56,557)	0.2470	\$ (13,968)	\$ (106,074)
25		\$ 56,557	\$ (56,557)	0.2330	\$ (13,178)	\$ (119,252)
26		\$ -	\$ -	0.2198	\$ -	\$ (119,252)
27		\$ -	\$ -	0.2074	\$ -	\$ (119,252)
28		\$ -	\$ -	0.1956	\$ -	\$ (119,252)
29		\$ -	\$ -	0.1846	\$ -	\$ (119,252)
30		\$ -	\$ -	0.1741	\$ -	\$ (119,252)
Total:	\$ 617,613	\$ 735,236	\$ (117,624)		\$ (119,252)	